

DS&E NEWS RELEASE

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Technical Demand Remains Soft

in First-Quarter 1986

"Technical demand closed out first-quarter 1986 on a modest note," reports Marjorie Freedland, Research Director of Deutsch, Shea & Evans, the recruitment subsidiary of Foote, Cone & Belding Communications, Inc. "The High Technology Recruitment Index registered just 116, considerably lower than the 127 for the comparable period last year. And 1985, itself was a lackluster year.

"Furthermore," advises Ms. Freedland, "We see no dramatic increases over the next few months, as employers can be expected to maintain their cautious stance and keep staffing lean. Technical hiring is being adversely affected four ways: by continued poor performance of the computer and electronic components industries, anticipated curtailed federal spending as a result of balanced budget legislation, postponement of the space program, and static general economic conditions."

(MORE)

The February three-month running average, 116, showed virtually no change from the January level of 115. However, single-month data for the first three months of 1986 have been declining steadily. March now stands at just 100, the base-year norm.

The HTRI is based on the volume of recruitment advertising directed to degreed engineers and scientists in key U.S. newspapers and technical journals each month. Deutsch, Shea and Evans has maintained the Index since 1960.

HIGH TECHNOLOGY RECRUITMENT INDEX

(1961=100; Seasonally Adjusted)

Month	Single-Month Figure	High Technology Recruitment Index*
February, 1985	123	127
March	122	122
April	121	118
May	109	112
June	105	108
July	110	105
August	100	108
September	113	104
October	100	106
November	104	101
December	99	110
January, 1986	128	115
February	119	116
March	100	--

*Based on a 3-month running average

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